

Welcome to IDOA DSD 2022 Business Conference Virtual Series

From Vision to Action

Today's Webinar:

It Takes A Village

September 22, 2022 | 10:00 – 11:30 a.m.

We want to hear from
you! Use this QR code
to leave your feedback



Things to keep in mind before we begin:

1. Your microphones will be muted during the webinar unless you are a speaking presenter. Please raise your hand to be unmuted.
2. Feel free to use the chat functions for all questions or comments during this session to remain engaged.
3. This is a recorded session. You are welcome to keep camera on or off during this session.

DSD Facilitators

- **Kesha Rich, Deputy Commissioner, Division of Supplier Diversity**
- **Graham Melendez, Director of Business Development and Outreach, Division of Supplier Diversity**

**CITY OF
INDIANAPOLIS**



**PRESENTATION BY
AVA Y. TAYLOR,
MANAGER OF PLANNING
AND DEVELOPMENT**



**Office of Minority &
Women Business
Development
(OMWBBD)**



About OMWBD



Mission:

The Office of Minority & Women Business Development (OMWBD) for the City of Indianapolis strives to enhance the City's growth and economic stability through promotion of contracting and procurement opportunities for Minority, Women, Veteran, and Disabled-owned business enterprises

OMWBD Objectives:

- Provide free certifications, consultations, and events
- Host and attend events to educate vendors on projects and bidding opportunities around the city
- Promote successful procurement opportunities for XBE firms with
 - City/ County/ Municipal agencies
 - Public-Private development projects



XBE Categories



Business is at least 51% owned & controlled by minority member(s)

Minority groups include African American, Hispanic, Asian Islanders, Asian Indian, and American Indians (with recognized tribal card)



Business is at least 51% owned & controlled by a woman or women



Business is at least 51% owned & controlled by veteran(s)

- Must provide a DD214 (honorable discharge documentation)
- Two options for certified VBE status: City Level or Federal Level (www.Vetbiz.gov)



Business is at least 51% owned & controlled by a socially disadvantaged individual(s)

- Based on Americans with Disabilities Act (ADA) Standards
- City of Indianapolis Office of Disability Affairs Affidavit



City Certification Process and Guidelines



The firm seeking certification has the burden of proof to demonstrate they meet the program requirements

No size standard

A parent company must also meet the City of Indianapolis certification standards to certify a branch, office of subsidiary

City of Indianapolis does not accept certifications/on-sites from national programs, non-profits, or paid certification programs

OMWBD has a Memorandum of Understanding the Indiana Department of Transportation (INDOT) & Administration (IDOA), which allows us to share documents, but does not guarantee certification

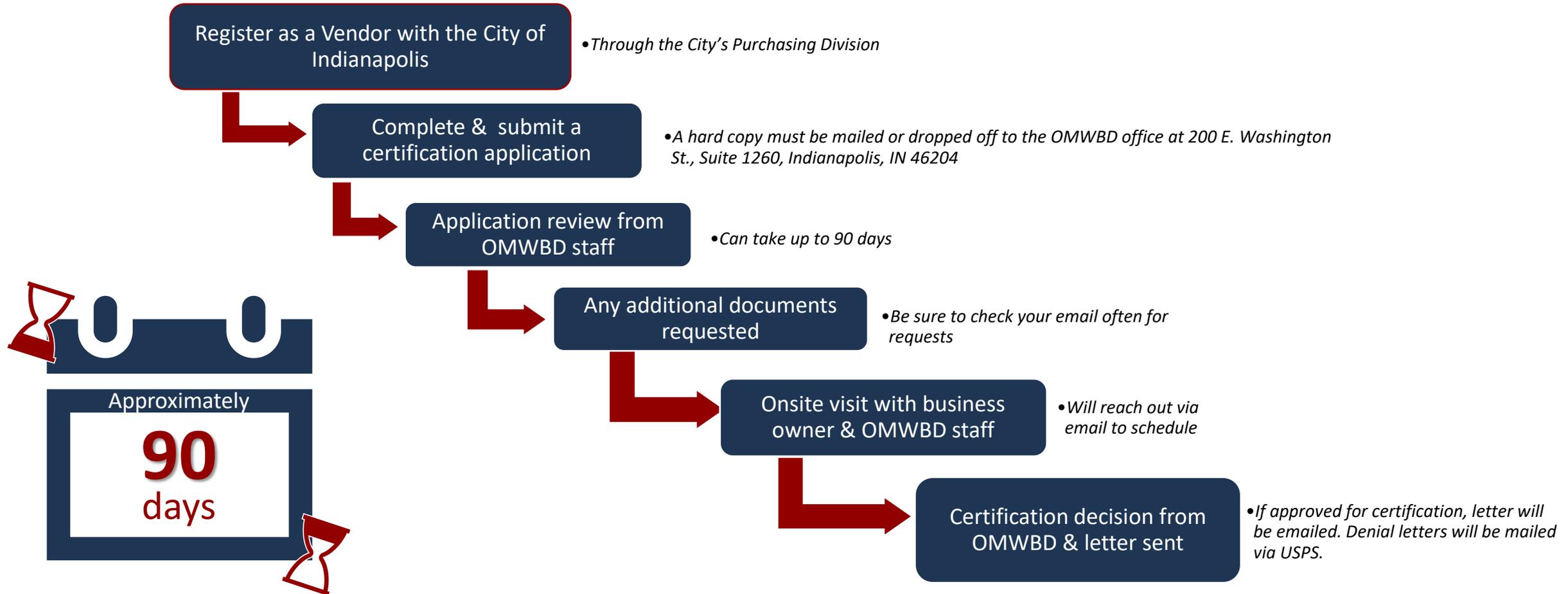
Certification Requirements

- Business is Indiana domiciled and headquartered
- Ownership at least 51% (one or more qualifying members)
- Principal place of business
- Control by Qualifying Member(s) – Documentation
- Must be a viable business for at least two (2) years (waiver exception upon request)
- Control by Qualifying Member(s) - day to day
- Must be a for-profit business
- Technical Expertise





Overview of the Certification Process





Certification Benefits



Free Marketing Tool

- City's Certified Business Enterprise List
- Vendor of Week & Month



Bidding Opportunities

- Bid Blasts Sent 2-3 times weekly
- City/County/Municipal/ Public Private Partnerships



Networking Opportunities

- Variety of FREE events
 - Reverse Trade Show
 - Year End Forum
 - Business Development Workshops



Exposure

- Workshops
- XBE Vendor List
- Word of Mouth

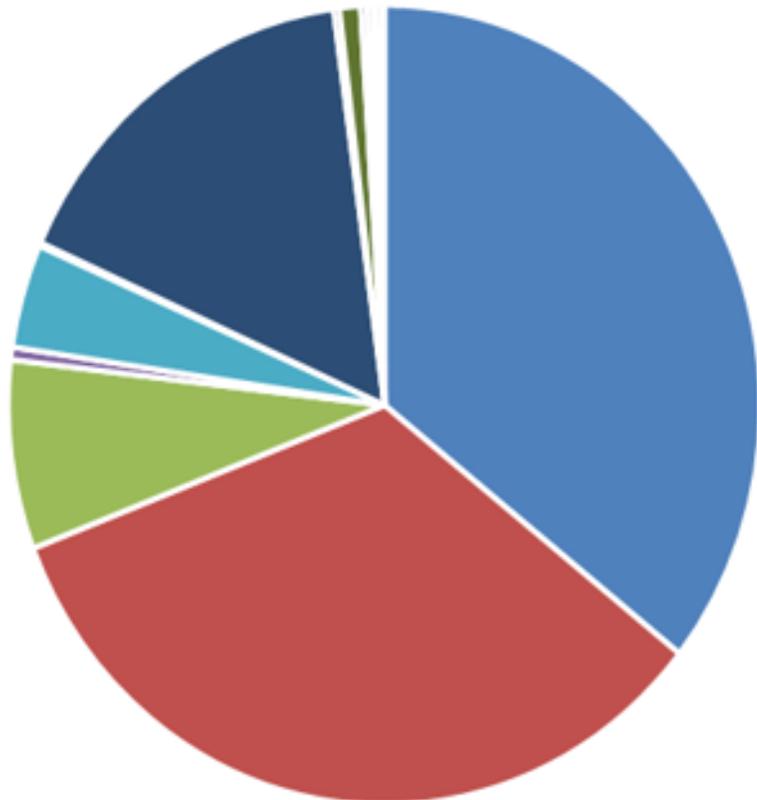


OMWBD 2022 Progress

XBE Overview

Category

- M
- W
- V
- D
- M/V
- W/V
- M/W
- M/W/D
- M/W/V
- V/D
- M/D
- M/V/D
- M/W/V/D
- W/D



August 2022 Certification Overview

- Total Certified XBE's = 785
- Business Consultations = 140
- Total City & County Bid Reviews YTD = 96

2022 Events YTD

- Reverse Trade Show
- Two (2) Certification Workshops
- One (1) Good Faith Effort
- Numerous Partner Events

Upcoming Events

- Good Faith Effort Workshop – October 18
- 15th Annual Year End Forum – December 7

Website Links

Scan the QR codes to access the website page

**OMWBD
Homepage**



**City Vendor
Registration**



**XBE Directory
Current & Past**



**Opportunities
& Resources**

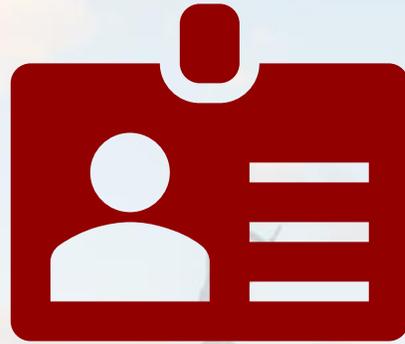


**Certification
Applications**



**Outreach
& Events**





Contact Us!

Office of Minority & Women Business Development

City County Building

200 East Washington Street, Suite 1260

Indianapolis, IN 46204



(317) 327-5262



www.Indy.gov/OMWBD



OMWBD@Indy.gov



Public Transit in the Village

Indiana Department Of
Administration

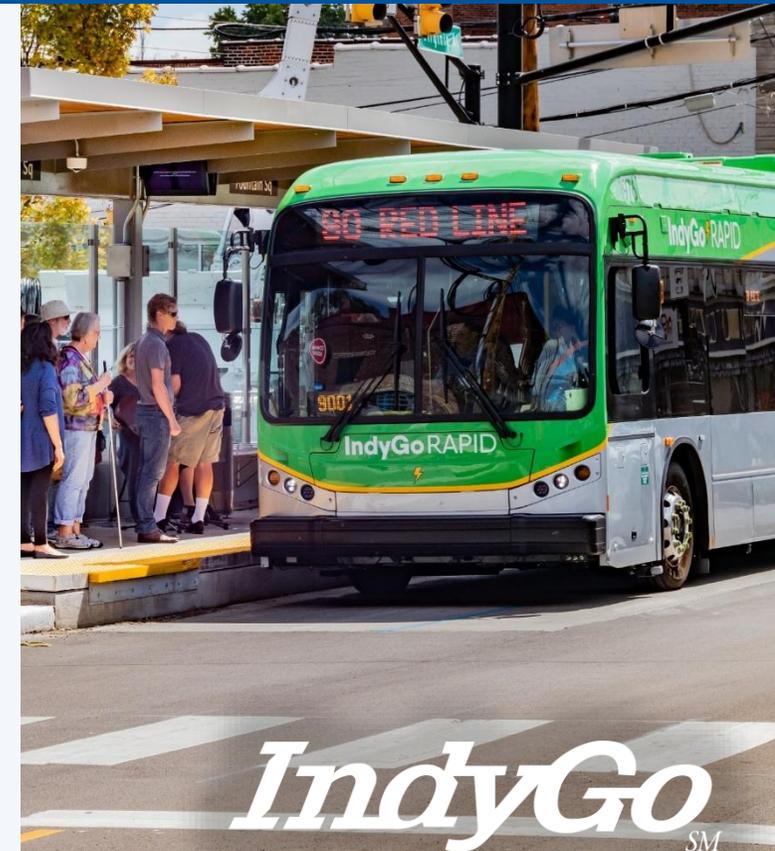
It Takes A Village Webinar
September 22, 2022

Presented by: Greg Garrett
Senior Supplier Diversity Officer



A Brief Introduction to IndyGo

IndyGo is a Municipal Corporation of Indianapolis - Marion County, and we are the largest public transportation provider in the state of Indiana. IndyGo is committed to expanding mobility options to improve connectivity. IndyGo operates 31 fixed bus routes and an ADA paratransit service in Indianapolis/Marion County, providing nearly 10 million passenger trips a year.

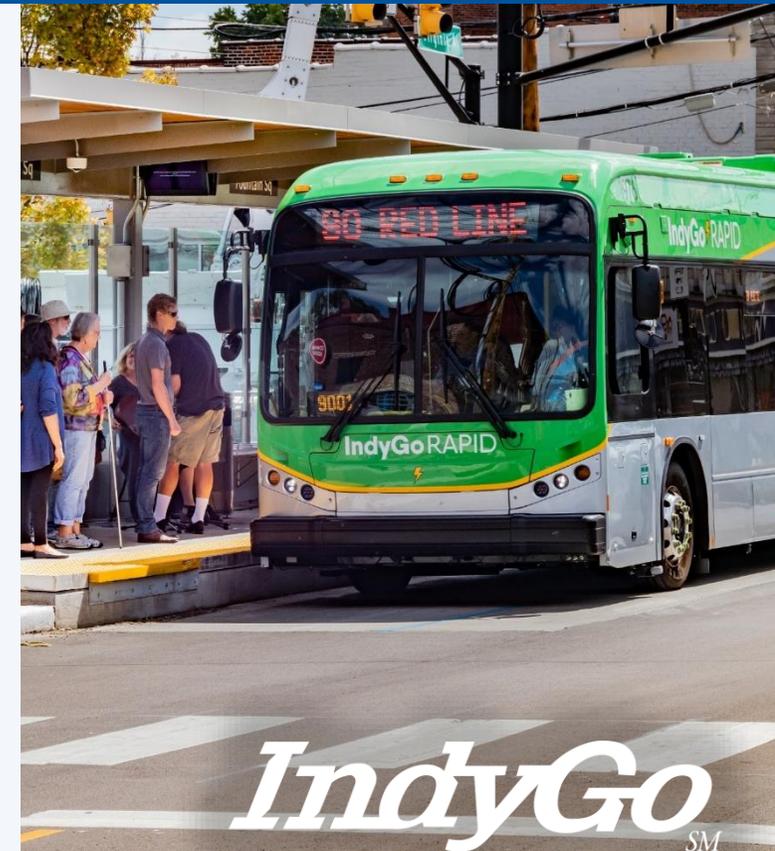


IndyGo
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A Brief Introduction to IndyGo Part 2

In 2017, dedicated transit funding passed through Indianapolis City-County Council allowing IndyGo to implement the Marion County Transit Plan. This Transit Plan will offer shorter wait times, longer service hours, easier transfers, and rapid transit lines within the next several years. Now more than ever, Marion County residents are looking at IndyGo to see what Indianapolis's transit system has the ability to become and what it already offers.

Source: IndyGo Executive Summary http://www.indygo.net/wp-content/uploads/2019/06/IndyGo_ExecSummary.pdf

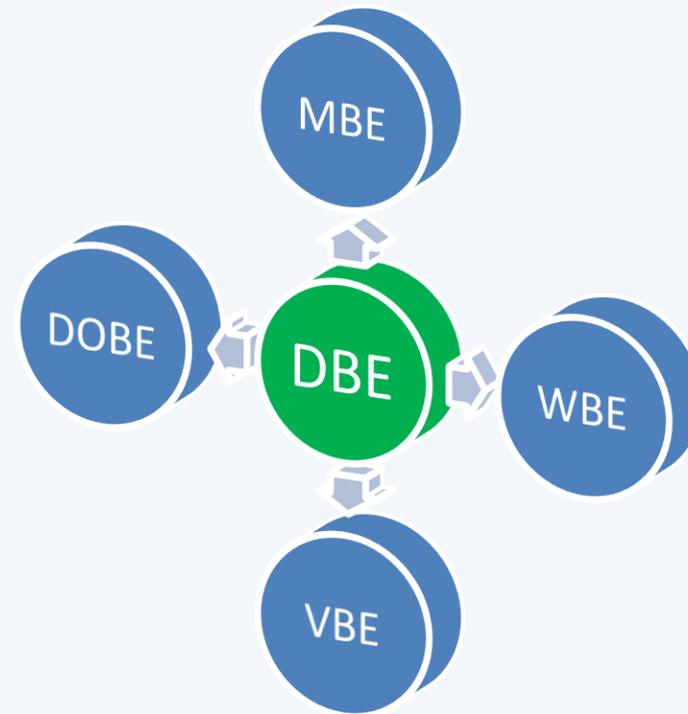


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Supplier Diversity Mission Statement

Supplier Diversity at IndyGo is committed to working with disadvantage Businesses and the community to create a level playing field on which DBEs and XBEs can compete fairly for contracts and subcontracts related to construction, procurement, and professional services.

In addition, our mission is to build relationships and maximize procurement opportunities for DBEs and XBEs, while strengthening and reflecting the communities we serve.



Assisting Disadvantaged Businesses

IndyGo's DBE Program

- Administered in accordance with 49 CFR Part 26 and applies to federally funded projects.
- Commitments expressed in formal DBE program document consistent with the purpose and goal of IndyGo.
- Senior Supplier Diversity Officer and Disadvantaged Business Enterprise Liaison Officer designated with direct access to the President/CEO Inez Evans.
- Disadvantaged Business Enterprise Goals are set every three years



Assisting Disadvantaged Businesses Continued

IndyGo's Local XBE

Commitment

- IndyGo has adopted the XBE goals from the City of Indianapolis's Office of Minority Women Business Development.
- These goals are adopted for all locally financed procurements, projects, and contracts.
- We monitor and report our Diversity Utilization to the City of Indianapolis through Monthly Summary Reporting.
- IndyGo accepts XBE certifications through the City of Indianapolis and the Indiana Department of Administration.

IndyGo Resources and Services for Diverse Businesses

■ IndyGrow Business Development Program

- Intensive Training Course
- Provides insight on drafting proposals, marketing, and networking

■ Supplier Diversity Webpage

- Provides information on upcoming procurements and bids
- Provides upcoming information about Supplier Diversity events
- Shows annual data of XBE and DBE participation at IndyGo
- Provides links to prompt payment verification forms for subcontractors
- Answers frequently asked questions about DBE and XBE participation



IndyGo's 2022 Community Impact

- Participated in XBE to DBE presentation with the City of Indianapolis May 14, 2022.
- Participated in 2022 Black Expo Business Conference XBE to DBE Presentation July 12, 2022.
- Held 2023 – 2025 DBE Goal Methodology Event on July 27, 2022.
- Participated in the Indianapolis Chamber of Commerce Conexión Event August 3, 2022.
- Participated in the BEI Procurement Roundtable Supplier Meet & Greet on August 25, 2022.

IndyGo Project & Procurement Access



1

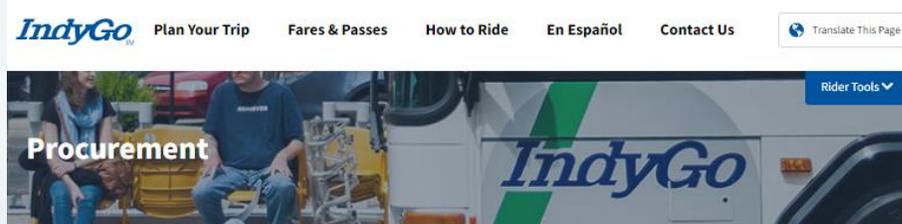
Visit us at **www.IndyGo.net**

2

Scroll to the bottom of the webpage and select “Procurement Information”

Projects & News Projects Calendar Red Line Purple Line Blue Line Newsroom Community Outreach Transit Ambassadors Bus Rapid Transit	Open Door Service Open Door How to Ride Open Door Taxi Vouchers Apply for Visitor Status Mobility Advisory Committee Open Door Service Suspension Policies	indygo.net About Us Mission and Values Staff Board of Directors Transit Planning Transit Amenities Financial Information Advertising Formula Funds Title VI & ADA Terms of Use Privacy Policy Developer Content Foundation	Employment Employment	Información relativa al transporte En Español Tarifas y Pases Contáctenos Realizar un comentario o reclamo Línea Roja de Tránsito Rápido Política de IndyGo con respecto al Título VI	About Procurement Information Bid Opportunities Upcoming Solicitations Vendor Registration Regulations FAQs Purchasing Needs Supplier Diversity Terms, Conditions, & Rules Formula Funds
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Navigating Procurement Information



We welcome your interest in doing business with us. We highly recommend that you familiarize yourself with our policies and procedures by reading this section. We've posted just about everything you need to know to be able to make informed inquiries about doing business with IndyGo.

Procurement

IndyGo's Procurement Department is responsible for the procurement of all company goods, services, real property, and construction in accordance with sound public contracting policies and procedures. The department has oversight responsibility for all formal contract procurements that have been issued, are currently in force, or will expire soon. Most contractual agreements are fixed-price in nature and are purchased via the "Invitation for Bids" or "Request for Proposal" methods of procurement.

As a recipient of federal funds, IndyGo's purchasing processes must abide by the rules and regulations of the United States Department of Transportation (DOT) and adhere to the Federal Transit Administration's (FTA) third-party contracting guidelines. It must also follow applicable Indiana Codes as well as the ordinances and regulations established by the City-County Council of Indianapolis and Marion County.

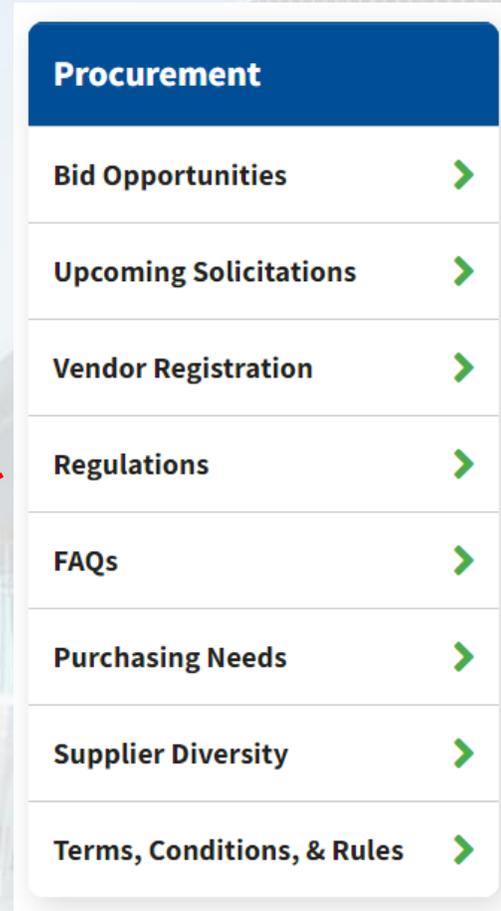
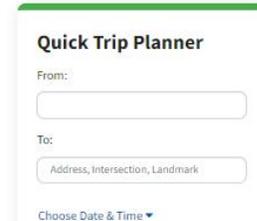
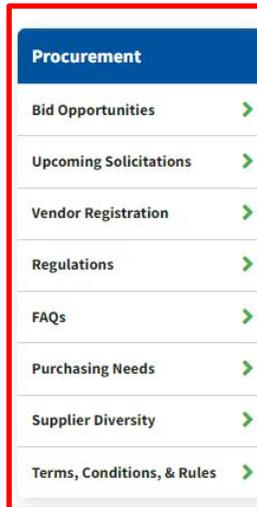
Ethics Statement

IndyGo holds itself to the highest ethical standards and diligently scrutinizes its business practices to identify and avert any potential conflicts of interest for any personnel engaged directly or indirectly in the award and administration of the corporation's contracts. As such, IndyGo has developed an Agency-Wide Conflict of Interest and Ethical Conduct Policy that closely guides non-procurement officers, managers, employees, or agents of IndyGo and rigidly defines what they can accept regarding gratuities, favors, or anything of monetary value from contractors, potential contractors, or parties to sub agreements. No IndyGo purchasing staff individual or group is allowed to receive anything of value, no matter how minuscule. Violations to IndyGo's standard of conduct will be subject to penalties, sanctions, or other disciplinary action to the extent permitted by state, local law or regulations.

Supplier Diversity and Disadvantaged Business Enterprise (DBE) Program

IndyGo and its board of directors are dedicated to providing competitive and transparent contract opportunities to a broad, diverse network of suppliers in the Indianapolis area. Federal transportation funding requires IndyGo to set a goal for contracting with disadvantaged business enterprises (DBE). In accordance with U.S. Department of Transportation regulations, IndyGo has established its own DBE program, but that program reflects only a portion of IndyGo's overriding interest in contracting with firms that possess certifications from varied business-diversity programs.

Please refer to IndyGo's official Supplier Diversity Statement.



Vendor Registration



We welcome bidders, but if you want to bid, you need to be on our Bidders List. If you want to be on our Bidders List, you need to apply. Please read all the details in this section.

Vendor Registration

IndyGo maintains a bidders list of contractors and consultants, organized according to the commodities and services they provide. To be placed on our bidders list, please complete the online application below. If you need assistance or have questions, or would like a hard copy of the application, please contact our Procurement Department at procurement@indygo.net.

Notice Regarding Bidders Lists

Due to the high number of firms listed on some IndyGo Bidders Lists, it is often not feasible to solicit all vendors on a given list for every procurement. Therefore, being on an IndyGo Bidders List is no guarantee that a vendor will be solicited. We recommend that you also refer to sources such as this website, the Indianapolis Star, the Indianapolis Business Journal or the Indianapolis Recorder for more complete information about our solicitations.

Vendor Code of Ethics

IndyGo's procurement process fosters fair and open competition. We conduct the bidding process according to the highest ethical standards and in a manner that elicits the complete confidence of the public. To ensure these important public goals, IndyGo has adopted a Vendor Code of Ethics that imposes procurement standards that exceed those presently required by Indiana law.

If the form below does not populate for you to complete, please try with a different web browser.

Vendor Registration Form

IndyGo has recently partnered with Bonfire Interactive to create a new procurement portal that will allow you to receive notifications of business opportunities and digitally submit bids and proposals to IndyGo. Visit the link below to register with the new procurement portal.

[IndyGo Bonfire Hub](#)

Procurement

[Bid Opportunities](#) >

[Upcoming Solicitations](#) >

[Vendor Registration](#) >

[Regulations](#) >

[FAQs](#) >

[Purchasing Needs](#) >

[Supplier Diversity](#) >

[Terms, Conditions, & Rules](#) >

Quick Trip Planner

From:

To:
Address, Intersection, Landmark

Vendor Registration Form

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[IndyGo Bonfire Hub](#)

Bonfire Vendor Registration Instructions Part 1

Found On the IndyGo Bonfire Home Page

The screenshot shows the 'Procurement Portal' for the Indianapolis Public Transportation Corporation. At the top right is the 'IndyGo' logo. Below the header are navigation links: 'Log in', 'Open Public Opportunities', 'Past Public Opportunities', and 'Public Contracts'. A section for logging in with a Bonfire account includes fields for 'Email' and 'Password', and a 'Log in' button. A link for 'Forgot your password?' is also present. The 'New Vendor Registration' link, accompanied by a plus icon, is circled in black. Below this are links for 'Looking to submit a request?' and 'Need Help?'. At the bottom, there are links for 'Technical Support', 'Portal Security', 'Terms of Service', and 'Privacy Policy'. The footer includes the text 'Powered by Bonfire' and a large 'IndyGo' logo.

Procurement Portal
Indianapolis Public Transportation Corporation

[Log in](#) [Open Public Opportunities](#) [Past Public Opportunities](#) [Public Contracts](#)

Log in with your Bonfire Account

Email

Password

[Log in](#) [Forgot your password?](#)

New Vendor Registration
[Create your free Bonfire account »](#)

Looking to submit a request?
[Create a Requester account »](#)

Need Help?
[Contact Bonfire Support here »](#)

[Technical Support](#) [Portal Security](#) [Terms of Service](#) [Privacy Policy](#)

Powered by **Bonfire**

IndyGoSM

Bonfire Vendor Registration Instructions Part 2

To successfully register as a vendor be sure to complete all required fields.

Procurement Portal
Indianapolis Public Transportation Corporation



[Log in](#) [Open Public Opportunities](#) [Past Public Opportunities](#) [Public Contracts](#)

 **Register as a Vendor**

Organization Name

First Name Last Name

Email Email (Again)

[Create account »](#)

 **Log in with your Bonfire Account**
[Show account login screen »](#)

 **Need Help?**
[Contact Bonfire Support here »](#)

[Technical Support](#) [Portal Security](#) [Terms of Service](#) [Privacy Policy](#)

Powered by 



Upcoming Solicitations and Project Pipeline

Future Needs

If you represent a vendor who is interested in doing business with IndyGo, please note that we're working to make it easier for potential bidders like you to get a full picture of our upcoming contracting opportunities. To that end, we've put together our 6 to 12 Month Procurement Outlook resource for vendors.

This resource will enable vendors to preview the services, equipment and commodities we expect to purchase in the next 6 to 12 months, many of which are related to our day-to-day transit operations, including specialized parts and services (such as printing), as well as information related to construction projects such as the Red, Purple, and Blue Line Bus Rapid Transit Routes.

For information on partnering with IndyGo as a vendor, please email procurement@indygo.net.

Upcoming Solicitations

Project Pipeline – March 2022

Use your cursor to scroll through the PDF document to ensure that all upcoming opportunities are viewable.

Procurement

[Bid Opportunities](#) >

[Upcoming Solicitations](#) >

[Vendor Registration](#) >

[Regulations](#) >

[FAQs](#) >

[Purchasing Needs](#) >

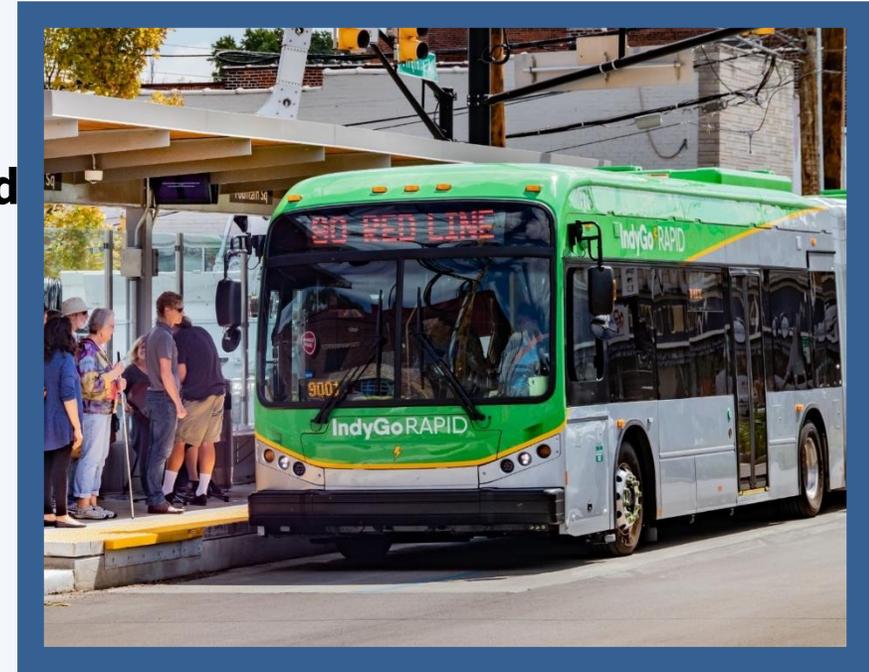
[Supplier Diversity](#) >

[Terms, Conditions, & Rules](#) >

Upcoming Solicitations

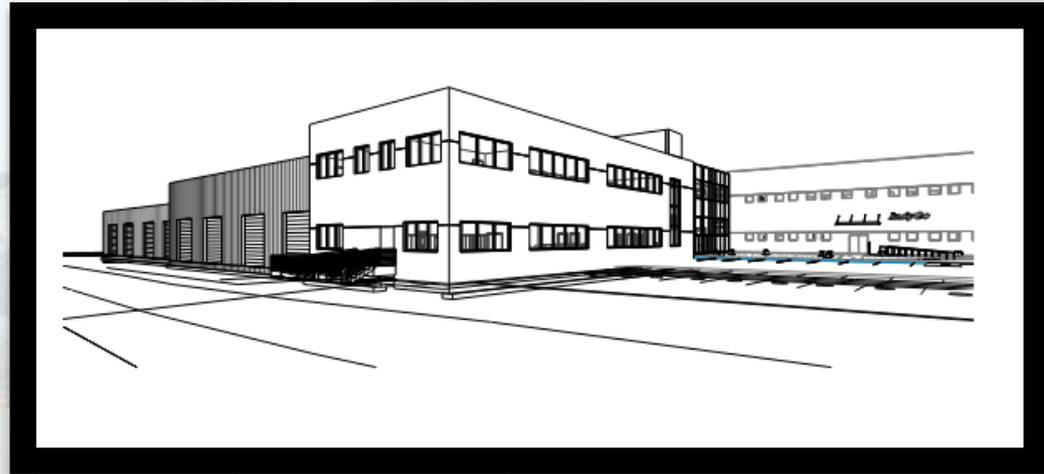
Facilities

- **East Campus Fleet Terminal**
 - **Master Planning / Design**
 - **Signage for East Campus & W Michigan Street – Production and Installation**
- **Mobility Solutions Vehicle Wash & Storage - Construction**
- **Solar Panel – Installation**
- **Furniture Qualification & Purchase**



East Campus Fleet Terminal & Operations Center

- RFP for Master Planning and Design in September 2022
- RFP for Construction Manager as Constructor in Q1 2023
- Scope of work for Construction Manager as Contractor include:
 - Site demo of existing buildings
 - Bus storage
 - Operations Offices
 - Maintenance Bays
 - Fencing & site work
 - MEP & utility updates
- Project includes Federal Funding / Likely DBE participation



Upcoming Solicitations Continued

BRT and Roadway Infrastructure

- **Super Stops 2.0 - Construction**
- **Red Line BRT Traffic Modification Project – Installation / Construction**
- **Local Route Transit Signal Priority (TSP) Implementation**
- **Purple Line Inductive Charging - Construction**
- **Blue Line Bus Rapid Transit - Construction**



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Upcoming Supplier Diversity Events

- **Cocoa and Commerce Supplier Diversity Meet and Greet, January 2023**
- **Supplier Diversity Annual Update and Informational Meeting, July 2023**
- **IndyGrow Business Development Program, 4th Qtr 2023**

Contact our Team

Main Email Contact: SupplierDiversity@indygo.net

*IndyGo*SM

Greg Garrett

Senior Supplier Diversity Officer
DBELO

gregory.garrett@indygo.net
(317) 614-9241



*IndyGo*SM

Courtney Palmer

Supplier Diversity Specialist

courtney.palmer@indygo.net
(812) 909-9234



*IndyGo*SM

*IndyGo*SM

THANK
YOU

QUESTIONS?





Indiana Small Business Development Center

Gabbi Wilcox

Manager, Small Business Programs

Gwilcox@iedc.in.gov

ISBDC.ORG



Indiana SBDC, a program of the IEDC



MISSION AND OBJECTIVE

Helping Hoosier entrepreneurs and small businesses start stronger, grow faster, and work smarter

SBDC advisors provide *aspiring* and *current* small business owners a variety of no cost business consulting and low-cost training services

2022 Economic Impact

January - June

3,368

Clients Served

544

Jobs Created

184

Businesses Started

\$42M

Capital Infusion

9,629

Jobs Supported

131

Training Events

1:1 Advising & Group Training



START

From registration to start-up cost analysis and planning, advisors are available every step of the way to help you start your business.



GROW

Meet with an advisor to access market research, create a strategic plan, identify new markets, and maximize your talent acquisition.



FINANCE

Our team of advisors can help you identify and apply for business financing opportunities to start and grow your business.



INNOVATE

Work with an Indiana SBDC advisor to help you think strategically about using innovation to support your business success.



TRANSITION

Indiana SBDC valuation specialists can help you explore, plan for, and execute the next stage of your small business.

Additional Resources

- Business Planning
- Preparing for certifications
- Market Research
- Loan packaging
- Strategic/resiliency planning
- Facilitation of connections
 - Professional services
 - Local officials
 - State agencies
 - Federal partners
 - Banks
- Export Assistance
- Valuations
- Financial projections
- Marketing
- Social media
- Google listings
- Website support
- Pitch preparation
- Trainings



Locations

Northwest – Crown Point

North Central – South Bend

Northeast – Fort Wayne

Hoosier Heartland – West Lafayette & Kokomo

West Central – Terre Haute

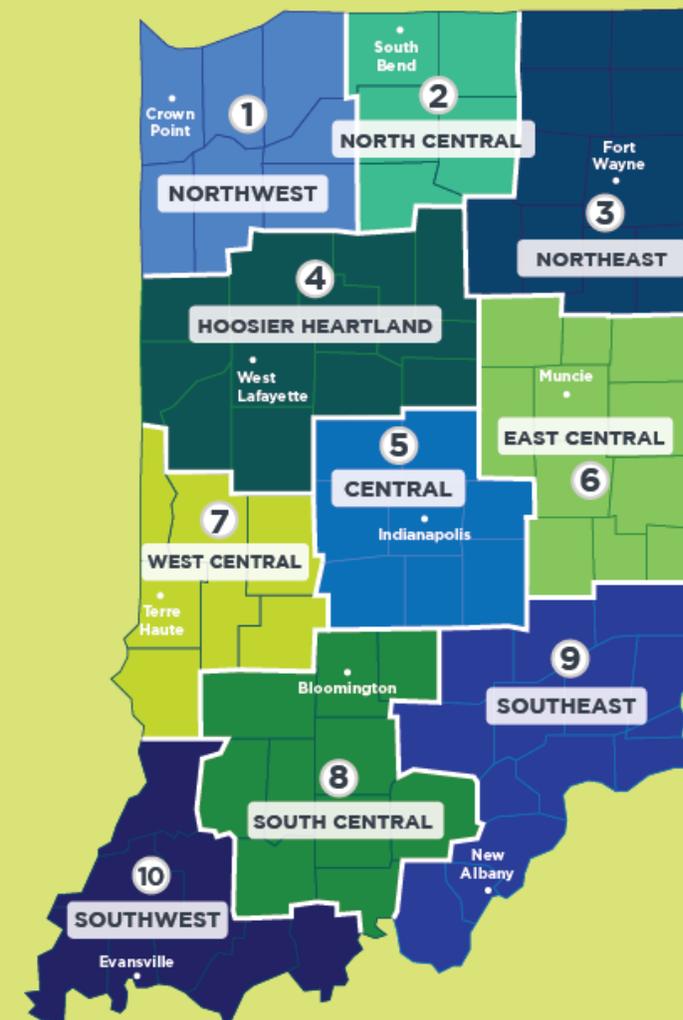
Central – Indianapolis

East Central – Muncie & Richmond

South Central – Bloomington

Southwest – Evansville

Southeast – New Albany & Columbus



Working With Us

- Be/become a small business
- Connect to a regional office
 - isbdc.org, 888-472-3244
- Complete Confidentiality Agreement / Form
- Meet 1:1 with an advisor
 - Meetings can be in-person, via email, via phone, or web conferencing
- Attend trainings
- Ongoing meetings/deliverables as needed
 - 90% of the time, **no cost**



Upcoming Events and Programs

- **Check for updates at ISBDC.ORG!**
 - <https://isbdc.org/training-education/>
- **Statewide programs and initiatives**
 - Agribusiness initiative
 - Manufacturing initiative
 - Certification advising
 - Export advising
 - INTAP
 - HireUp
- **Varied regional programs and resources**

IEDC Resources and Programs

- Venture Capital Investment Tax Credits (VCI)
- Capital Access Program (CAP)
- Indiana State Trade and Export Promotion Program (IN-STEP)
- State Small Business Credit Initiative (SSBCI)
 - Debt and equity programs
 - Partnering with Elevate Ventures and non-traditional lenders



Indiana Small Business Development Center

Gabbi Wilcox

Manager, Small Business Programs

Gwilcox@iedc.in.gov

ISBDC.ORG

Procurement Technical Assistance Program



It Takes A Village
September 2022

Indiana PTAC Mission

The mission of the Indiana Procurement Technical Assistance Center (Indiana PTAC) is to enhance national defense and economic development in Indiana by helping Hoosier businesses compete for and win federal, state and local government contracts. Indiana PTAC's focus is counseling and education. No cost confidential counseling is offered to help companies sell products and services to the government.

Indiana Procurement Technical Assistance Center (Indiana PTAC)

- One-on-one counseling
- Subcontracting assistance
- Bid-matching services
- Proposal preparation
- Certifications/Registrations
- Assistance with Federal Regulations & Military Specifications
- Networking Opportunities
- Workshops/Training
- **No Cost**

Website: www.indianaptac.com

SBA Small Business Scorecard



	2020 Goal	2020 Achievement
Small Business	23.00%	26.02% (\$145.7 B)
Women Owned Small Business	5.00%	4.85% (\$27.1 B)
Small Disadvantaged Business	5.00%	10.54% (\$59.0 B)
Service-Disabled Veteran Own	3.00%	4.28% (\$23.9.B)
HUBZone	3.00%	2.44% (\$13.6 B)

- **6,755** Federal Government Contracts Awarded
- **435.6** Million awarded in federal contracts
- **408** New PTAC clients
- **813** Jobs added as a result of contracts

For every dollar spent on the Indiana PTAC network, **\$482** was earned/returned in contract dollars awarded to small businesses.

Client Demographics

- Woman Owned: 30%
- Minority Owned: 16%
- Service-Disabled Veteran Owned: 11%
- Veteran Owned: 20%
- HUBZone: 3%

Top 5 Federal Agencies

- Department of Defense
- US Department of Veteran Affairs
- Department of Health and Human Services
- NASA
- Department of Interior

Upcoming Events



Indiana PTAC Events located at: www.indianaptac.com (click on Events)

10/14/22- IDOA DSD B2B Showcase

10/25/22-Central PTAC Workshop “Marketing to the Federal Government”

11/9/22-Taft/PTAC Government Contracts 2022 Seminar Series “TBD”

PTAC Coverage

- 1) **Northwest Region**
Morgan Dillman
mdillman@iedc.in.gov

- 2) **North Central Region**
Diana Hunter
dhunter@iedc.in.gov

- 3) **Northeast Region**
Chase Gibson
chgibson@iedc.in.gov

- 4) **Central Region**
Nate Lofton
nlofton@iedc.in.gov

- 5) **South Central Region**
Andy Alexander
alexander@iedc.in.gov

- 6) **Southwest Region**
Jim Haddan
jhaddan@iedc.in.gov





Nate Lofton

Indiana PTAC Central Procurement Specialist
1 North Capitol, Suite 700,
Indianapolis, IN 46204

317-607-0575

nlofton@iedc.in.gov

www.indianaptac.com



14TH ANNUAL B2B SHOWCASE "FROM VISION TO ACTION"

Friday, October 14th

11:00 a.m. - 3:00 p.m.

Click the link below to register -

<https://tinyurl.com/5zvn2xjr>



GOVERNMENT CENTER SOUTH -
302 W. WASHINGTON STREET CONFERENCE CENTER
INDIANAPOLIS, IN 46204